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WHOLESALE LIST

Austin Originations

No Collection Complete Without
These Beautiful Varieties

A. H. Austin Co.

HOME OF ELM HILL GLADIOLI

WAYLAND, OHIO



IN THE LONG AGO a dream was ours that creations of our ideal, new and better Gladioli, might be ours and that we might send them into the world as an advancement in floral beauty. We placed our standard high, for these flowers of our heart were not to please for a brief period then pass into oblivion, they were to be of such surpassing excellence that they would STAND THE TEST OF TIME and be considered requisite wherever gladiolus are grown.

THE DREAM CAME TRUE. The tall, slender, graceful stem of our ideal, and large beautiful flowers of various forms and marvelous colorings, are now blooming in many climes, and we are still offering them to you from their HOME AT ELM HILL.

A. H. Austin Co.

HOME OF ELM HILL GLADIOLI
IT IS GOOD BUSINESS JUDGMENT TO ORDER

Wayland, Ohio

THE BIG 4—EVELYN KIRTLAND, GRETCHEN ZANG, HERADA AND BERTREX

Their superiority has been proven by winning numerous First Prizes and Silver Cups at leading exhibitions.

EVELYN KIRTLAND

It is difficult to describe in words the beauty of this variety. The flowers of strong substance, are a beautiful shade of rosy pink, darker at the edges fading to shell pink at the center, with brilliant scarlet blotches on lower petals. Spike is very tall, straight but slender and bending gracefully with its burden of blooms. Wonderfully decorative.

A Prize Winner wherever shown.

1 $\frac{1}{4}$ in. and up in dia. \$9.00 per 100

$\frac{3}{4}$ to 1 $\frac{1}{4}$ in. in dia. \$6.00 per 100

GRETCHEN ZANG

A fitting companion to the Evelyn Kirtland. Large heavy sparkling blooms, a beautiful soft melting shade of pink blending into scarlet on lower petals. Spike tall and graceful. Blooms from small bulbs.

A marvel from large ones.

1 $\frac{1}{4}$ in. and up in dia. \$5.00 per 100

$\frac{3}{4}$ to 1 $\frac{1}{4}$ in. in dia. \$3.00 per 100

HERADA

A new variety and a new color in Gladioli. Blooms of immense size on tall straight spikes. Massive in every way. The blooms are pure mauve, glistening and clear. Unusually striking and attractive.

1 $\frac{1}{4}$ in. and up in dia. \$9.00 per 100

$\frac{3}{4}$ to 1 $\frac{1}{4}$ in. in dia. \$6.00 per 100

BERTREX

Stands right at the top of all existing white varieties. Flowers of great substance and of the size and form of America. Increases rapidly, takes up water well and a good shipper. Our customers give their unqualified endorsement. A cup winner.

1 $\frac{1}{4}$ in. and up in dia. \$8.00 per 100

$\frac{3}{4}$ to 1 $\frac{1}{4}$ in. in dia. \$5.00 per 100

25 bulbs at 100 rate

Write for prices for 1000 or more.



Miss Evelyn Kirtland measuring length of spike (note yard stick) of the Gladiolus named for her. The one she is measuring was cut close to the ground. Three buds are off the top in the illustration. The other spikes were cut leaving four leaves of foliage for maturing the bulb.

TESTIMONIALS

"Evelyn Kirtland is too beautiful for description, such wonderful rich coloring, yet so dainty with that delicate fluted edge, and so many flowers open at one time. Bertrex is wonderful in that way too, we had one spike with 14 large blossoms open at once." Mrs. McChesney,——California.

Dr. Frank E. Bennett, President of The St. Thomas Horticultural Society St. Thomas, Ontario, Can. writes:

"Amongst the favorites in our prize winning display at the Canadian National Exhibition at Toronto 1920, were Mrs. Austin's famous "Big Four", Herada, Bertrex, Evelyn Kirtland and Gretchen Zang. Evelyn Kirtland stood 6ft. 6in. from ground to tip of bloom, stem as straight as a rule and was just as beautiful as it was high. Herada is of wonderful color and formation and was greatly admired. Gretchen Zang grew strong and the colors wonderfully soft. We used the latter for a centerpiece crowning our pyramidal design and the effect was grand. Our exhibit received First Prize and a diploma and was considered to be the finest collection ever shown at the Toronto Fair and the Austin Creations, "which are different", we consider played a most important part in our success. They were all A No 1 and favorites with the people."

The Philadelphia Cut Flower Co. in close touch with a critical market wrote:

"Herada is the most popular flower of the season and admired by all"

H. M. Barrett & Son, Gladiolus Growers of Cranberry, Conn., say:

"Gretchen Zang is a wonder. From those small bulbs (100 $\frac{1}{4}$ to $\frac{1}{2}$ in. in size) we had 60 fine large spikes of bloom, many blossoms five inches in diameter and they were beautiful. We harvested 99 fine bulbs, some of them over 1 $\frac{1}{2}$ inches in size and had nearly a quart of bublets."

"Bertrex was also a big yielder of bublets and about 40 spikes of bloom of well placed large white flowers."

"Herada large spikes with large flowers of the finest mauve we have ever seen."

Read this one: "Of twenty new varieties tried the past season Bertrex was the best for cut flowers, even excelling America the old standard."—Henry C. Eckert,——, Ill.

"A new touch of color was added to our garden last summer by the introduction of Herada, a brilliant mauve that is bound to become popular."—Montague Chamberlain in Garden Magazine.

"I have Gretchen Zang and like it. The color is soft and restful, more so than the Kirtland, I think."

C. Cooke, Gladiolus Grower, ——, Ohio

ADDITIONAL AUSTIN ORIGINATIONS ROSE WELLS

Large, wide open flowers; clear pale rose with small attractive blotch of lilac-rose touched yellow. Spike similar and nearly as tall as Evelyn Kirtland. A worthy variety in every way. Prize Winner in Display New Seedlings, Cleveland, 1915. \$8.00 per 100

"If I could have but two varieties from your field I would choose Evelyn Kirtland and Rose Wells."—E. Colwell, Steubenville, Ohio.

WHITE CLUSTER

Large blooms of remarkable substance, opening nearly flat. Pure white with touch of rose deep in throat. Valuable for design work because of its great substance.

1 1/4 in. in dia. \$4.00 per 100

The finest white at reasonable price.—W. L. Crissey.

The following varieties we are holding this year for increase of stock.

WAMBA

Enormous blooms of a deep salmon.

CARDISUN

Blackish red.

MARY BELLARD

A fine wide open white flower slightly marked pure lavender on lower petal.



FIELD SPIKE OF BERTREX

A. H. Austin Co. WAYLAND, OHIO



GRETCHEN ZANG

Buy it liberally—it's a winner and a comer.

James F. Rychlik, Florist and Grower Painesville, Ohio, writes: "Please inform me if you can let me have 2,500 GRETCHEN ZANG. I had spikes of Gretchen Zang over five feet in height and with from eighteen to twenty- six blossoms."

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IMPORTANT
ENDORSEMENT:
A. F. J. Baur, of Baur & Steinkamp, Wholesale Florists and noted Carnation Breeders, Indianapolis, writes: "Please quote us on EVELYN KIRTLAND and BERTREX in various quantities. EVELYN KIRTLAND turned out to be what the writer thought. It is the FINEST PINK IN EXISTENCE. BERTREX is an unusually good white. Both should become leaders."

Trade List of Gladiolus Bulbs

GROWN BY

A. H. AUSTIN CO., WAYLAND, OHIO

PER 100	First	Second	Third
America.....	\$2.25	\$1.75	\$1.25
Delicate pink			
Mrs. Francis King.....	2.00	1.50	1.00
Flame color			
Augusta.....	2.00	1.50	1.00
Florists' white			
Mrs. Frank Pendelton Jr.	6.00	4.50	3.00
Bright pink, carmine blotch			
Niagara.....	3.50	2.80	2.00
Soft yellow			
Baron Hulot.....	5.00	4.00	3.00
Best blue			
K. Glory.....	5.00	4.00	3.00
(Ruffled) cream			
Halley.....	2.50	1.75	1.00
Salmon pink, early			
Prince of Wales.....	7.00	6.00	5.00
Delicate apricot color, early			
Myrtle.....	7.00	5.00	
Arbutus pink			
Panama.....	3.00	2.50	2.00
Large rose pink			
Empress of India.....	3.00	2.00	1.50
Very dark red			
Schwaben.....	4.50	3.50	2.50
Very large light yellow			
Mrs. Watt.....	5.00	4.00	3.00
Color of American Beauty Rose			
All Color Mixture.....	2.00	1.50	1.00
Extra Choice			

25 at 100 rates: Discount on lots 1000 or more
 First size 1½ inches up. second 1¼ to 1½
 inches, third 1 to 1¼ inches.